



**SEATS ARE LIMITED**  
**SELF-CERTIFICATION**  
**OF 7(J) ELIGIBILITY**  
**REQUIRED**

7(j) Eligibility includes firms that are owned by one of the following:

- (a) a socially and economically disadvantaged individual whose firm may or may not be a participant in the 8(a) Business Development Program;
- (b) a firm located in a high unemployment or low income area, as defined in the U.S. Census Bureau's County and City Data Book and in the Poverty Guidelines issued by the U.S. Department of Health and Human Services (HHS);
- (c) a firm owned by a low-income individual, as defined in under HHS Poverty Guidelines.

**Training is provided by**  
**Stover & Associates, Inc.**

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# On-Line

## Government Contracting Training

### March 16—31, 2016

#### How it works

Just like a class you'd attend in person, courses are taught by a live instructor on a scheduled day and time. The Web-enabled Instructor-Led training experience has much in common with the classroom equivalent. Students:

- Receive course materials in advance
- Participate in real time using a broadband connection
- Interact directly with the instructor and their peers

From your computer, you'll link to an instructor in a live, real-time, interactive learning experience. You'll become part of a virtual classroom where you can ask questions, seek guidance and participate in class discussions and interactive exercises.

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| • <b>Government Contracting Vehicles</b><br>March 16, 2016<br>1:00—3:00 pm EDT                 | • <b>How to Qualify for the GSA Schedule</b><br>March 23, 2016<br>1:00—2:30 pm EDT   |
| • <b>Managing and Administering Government Contracts</b><br>March 17, 2016<br>1:00—4:00 pm EDT | • <b>Strategic Planning for Small Business</b><br>March 23, 2016<br>3:00—4:00 pm EDT |
| • <b>Government Contract Negotiations</b><br>March 21, 2016<br>1:00—5:00 pm EDT                | • <b>Construction Contracting</b><br>March 24, 2016<br>1:00—5:00 pm EDT              |
| • <b>Audits and Accounting Systems</b><br>March 22, 2016<br>1:00—4:30 pm EDT                   |  |

#### For Course Details and to Register:

<http://sbaworkshops.stoverteam.com>

There is no cost for 7(j) eligible businesses.

Workshop information: Phyllis Embree or Chris Strudthoff, [sbaworkshops@stoverteam.com](mailto:sbaworkshops@stoverteam.com) (770) 423-9888. To find your local SBA Office, visit: <http://business.usa.gov/>